

Message Text

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70

ACTION EB-07

INFO OCT-01 AF-06 EUR-12 EA-10 ISO-00 CCO-00 CIAE-00

OTPE-00 FCC-02 INR-07 NSAE-00 OC-05 COME-00 BIB-01

PA-02 PRS-01 USIA-15 OCL-00 /069 W

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R 131614Z MAR 75

FM AMEMBASSY MONROVIA

TO SECSTATE WASHDC 4935

INFO AMEMBASSY PARIS

AMEMBASSY LONDON

AMEMBASSY TOKYO

UNCLAS MONROVIA 1371

E.O. 11652: N/A

TAGS: ETEL, INTELSATE, LI, US, FR

SUBJECT: SATELLITE TELECOMMUNICATIONS: LIBERIA EARTH STATION

REF: (A) MONROVIA 3043 (NOTAL); (B) MONROVIA 2030 (NOTAL)

1. SEVERAL REPORTS HAVE REACHED EMBASSY THAT \$7 MILLION DEAL BETWEEN GOL PUBLIC UTILITIES AUTHORITY (PUA) AND FRENCH CABLES COMPANY FOR EARTH STATION SIGNED LAST YEAR (REF A) HAS FALLEN THROUGH. A WELL-INFORMED SOURCE SAYS GOL WAS UNSATISFIED WITH ONGOING NEGOTIATIONS FOR FINANCING, BUT FINAL BLOW TO DEAL WAS EXHORBITANT UNDER-THE-TABLE MONEY TO UNNAMED PERSONS. GOL STILL VERY ANXIOUS ACQUIRE EARTH STATION AND DOOR IS OPEN FOR OTHER FOREIGN PARTNER IN JOINT-VENTURE. ACCORING TO SOURCE, AMERICAN COMPANIES HAVE BEST CHANCE AT DEAL, BUT QTE FRENCH ARE DEFINITELY OUT AND WON'T BE LET BACK IN UNQTE. GOL ALSO REQUESING BRITISH MAKE PROPOSAL, AND POSSIBLY JAPANESE.

2. WE UNDERSTAND COMSAT GENRAL CORP. ALREADY AWARE OF THIS DEVELOPMENT AND PLAN SEND TEAM LIBERIA MARCH 17 WITH PROPOSAL. ALSO UNDERSTAND LOCAL PAGE COMMUNICATIONS REPRESENTATIVE CABLED HIS COMPANY ASKING THEY SUBMIT BID. REPORTEDLY GOL PLANS MAKE SOME SORT OF DECISION BY END OF MONTH AND ESTIMATES UNCLASSIFIED

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COST OF EARTH STATION PACKAGE IN NEIGHBORHOOD OF \$6 MILLION.

3. PRESUMABLY COMSAT PROPOSAL WOULD BE SIMILAR TO PACKAGE
THEY PRESNETED BEFORE REF B), AND IF GOL REALLY PLANNING
MAKE DECISION NEXT FEW WEEKS, THEY APPEAR TO HAVE INSIDE
TRACK PARTICULARLY WITH TEAM ARRIVING NEXT WEEK. EMBASSY
PREPARED OFFER ASSISTANCE ANY US BIDDERS.
MANFULL

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